



Cisco

700-802 Exam

IoT Manufacturing Account Manager

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Version: 8.0

Question: 1

Which four people are important decision-makers in the manufacturing environment? (Choose four.)

- A. Director of Marketing
- B. Automation Controls Director
- C. Plant Engineering Manager
- D. Plant IT Director
- E. Safety Director
- F. Executive Director
- G. Facilities Manager

Answer: BCDG

Question: 2

In which two ways can you start conversations with Plant Engineering Managers? (Choose two.)

- A. Talk about real-time mobile diagnostics.
- B. Talk about the percent of energy coverage.
- C. Talk about extending wireless to production use cases.
- D. Talk about thwarting attacks and security breaches.

Answer: AC

Question: 3

In which three ways does the Cisco Internet of Things help customers to be more safe? (Choose three.)

- A. increased production efficiency
- B. threat detection and mitigation
- C. greater productivity
- D. device configuration assurance
- E. user and device identity

Answer: BDE

Question: 4

In which manufacturing business domains are Connected Factory solutions implemented?

- A. cell/area zone, factory zone, machine zone
- B. cell/area zone, plant, demilitarized zone, enterprise zone
- C. plant, jump zone, demilitarized zone
- D. plant, jump zone, demilitarized zone, danger zone

Answer: B

Question: 5

Which three options are reasons why partners prefer working with Cisco? (Choose three.)

- A. the large size of the Cisco organization
- B. R and D and innovation for future-proof technology
- C. unique capabilities with global reach and holistic solutions
- D. partner integration for the best of IT and OT
- E. Cisco partners receive little to no support

Answer: BCD

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